

**Press Release****Punj Lloyd announces Q2 FY2013 results**

**New Delhi, November 9, 2012:** Punj Lloyd Group, the diversified engineering, procurement and construction conglomerate, today announced its financial results for the second quarter of FY 2012-2013 at its Board of Directors' meeting today.

**Standalone Results –****Q2 FY2013 Financial highlights****(All comparisons with Q2 FY2012)**

- Revenues for the quarter at Rs. 2,140 crore as compared to Rs. 1,259 crores (70% growth)
- EBIDTA at Rs. 246 crores compared to Rs. 194 crores (27 % growth)
- EBT at Rs. 11 crores compared to Rs. 20 crores
- EAT at Rs. 7 crores compared to Rs. 17 crores
- Basic EPS of Rs. 0.20

**H1 FY2013 Results****(All in comparison with H1 FY2012)**

- Revenues at Rs. 4,017 crores as compared to Rs. 2,609 crores (54% growth)
- EBIDTA at Rs. 457 crores as compared to Rs. 365 crores (25 % growth)
- EBT at Rs. 19 crores as compared to Rs. 34 crores
- EAT at Rs. 12 crores as compared to Rs. 22 crores
- Basic EPS of Rs 0.36

**Consolidated Results -****Q2 FY2013 Financial highlights****(All comparisons with Q2 FY2012)**

- Revenues at Rs. 2,778 crores as compared to Rs. 2,495 crores (11% growth)
- EBIDTA at Rs. 314 crores compared to Rs. 280 crores (12 % growth)
- EBT at Rs. 17 crores as compared to Rs. 61 crores
- EAT at Rs. (18) crores as compared to Rs. 25 crores
- Basic EPS of Rs. (0.54)

**H1 FY2013 Results****(All in comparison with H1 FY2012)**

- Revenues at Rs. 5,553 crores as compared to Rs. 4,711 crores (18 % growth)
- EBIDTA at Rs. 602 crores as compared to Rs. 479 crores (26 % growth)
- EBT at Rs. 32 crores as compared to Rs. 70 crores
- EAT of Rs. (31) crores as compared to Rs 12 crores
- Basic EPS of Rs. (0.94)
- Healthy order backlog at Rs. 25,413 crores

Commenting on the Company's performance for Q2 FY2013, Atul Punj, Chairman, Punj Lloyd Group, said, "*Punj Lloyd's performance in the quarter under review has been the result of efficient project management and strong execution. We are focusing on bringing down working capital and debt to improve profitability; however in the current scenario, this is expected to take some time. Improvement in the receivables will help us in managing our working capital. The macro environment continues to be challenging both domestically and internationally with high interest rates, volatile input costs, liquidity concerns and currency volatility. We are treading carefully and continuing to leverage our scale and competitive position across geographies and verticals.*" he further added.

#### KEY ORDER INFLOWS DURING FY2013:

- Sembawang Engineers and Constructors Pte. Ltd., a Punj Lloyd company won a major contract from the Housing and Development Board of Singapore (HDB) to build McNair Towers, a public-housing development of four residential blocks.
- Award for construction of residential complex from Tata Group. The contract is for the construction of integrated residential and retail complex titled Capitol Heights by TRIF Real Estate and Development Private Limited, a Special Purpose Vehicle (SPV) of Tata Realty and Infrastructure Limited, the real estate and infrastructure development arm of Tata Sons.
- EPC of Qatar's first polysilicon plant (Phase 2) from Qatar Solar Technologies (QSTEC).
- Main plant air-conditioning and ventilation package for Rajasthan Atomic Power Project 7 and 8.
- Electromechanical onshore erection work at Malaysia
- Drilling contract in Gabon

#### **About Punj Lloyd:**

Punj Lloyd (BSE SCRIP ID: PUNJLLOYD, NSE SYMBOL: PUNJLLOYD) is a diversified international conglomerate offering EPC services in Energy and Infrastructure along with engineering and manufacturing capabilities in the Defence sector. The second largest engineering company in India, Punj Lloyd has operations spread across 21 countries, a mix across the Middle East, Africa, the Caspian, Europe, Asia Pacific and South Asia.

With a turnover of US \$2.13 billion, the Group's three brands - Punj Lloyd and PL Engineering headquartered in India and Sembawang Engineers & Constructors in Singapore, each with its own subsidiaries and joint ventures, converge to offer complementary services, rich experiences and best practices from across the globe. The Group has over 31,000 skilled multicultural workforce worldwide. Known for its capabilities in delivering mega projects 'on time,' thereby ensuring repeat customers, the Group delivers reliable, high-quality solutions for global infrastructure always ensuring integrity, safety and sustainability.

Punj Lloyd strongly believes in contributing towards the betterment of society and endeavours to create a positive impact while achieving business goals. Punj Lloyd was ranked 8th in the Trans Nationality Index (TNI) basis the international assets, revenue and overseas employees, according to an Indian School of Business 2012 survey, representing the most global companies, this year. It was also listed the fourth time in the prestigious 'Top 225 International Contractors' and 'Top 225 Global Contractors' ranking by Engineering News Record (ENR) 2011.

Responsible practices have been part of our business since we took our first contract in 1989. The community activities and responsible initiatives we undertake are rooted in our people, our skills,



and our expertise - from developing our flagship Life Enrichment programme which aims to improve the daily lives of our site workers to spreading education in the remote villages of Eastern Uttar Pradesh.

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